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Have you ever used banking services? Most people will borrow money at some point in their lives, whether it is for college, a car, a house, or something else. Banks also provide a safe place to keep money while offering loans, credit, payment and other services that consumers depend upon. Tellers, financial analysts, loan officers, and financial service sales agents are just some of the jobs at banks. Although overall employment in the industry is expected to decline by 2 percent by 2014 due to automation, many job openings will still result from turnover. Opportunities will be best for those with good sales, technical and communication skills. Let's look at a few of these occupations.

When you think of banks, teller is probably the first occupation that comes to mind. These workers are about one-fourth of a bank's workforce, and are responsible for handling routine transactions for customers. Tellers must be able to pay attention to detail, and have excellent math and communication skills. Most tellers have a high school diploma, and many work part-time. Increasingly, banks rely on tellers to provide superior customer service while identifying potential sales opportunities. In Utah, this occupation is projected to have approximately 450 new openings per year. Most of these openings will result from the need to replace workers rather than from business growth.

Financial analysts provide guidance to individuals and businesses to help them in their financial decisions. They read company financial statements and analyze variables like costs, revenue, and taxes to determine

whether the security is a good investment. Using spreadsheets and other software assists them in spotting trends and making forecasts. Financial analysts work at banks, insurance firms, investment firms and other businesses. Because of the high wages and above-average growth, this occupation is listed by the Utah Department of Workforce Services as a four-star job. It usually requires a bachelor's degree, and the applicants who have earned a professional designation will have the best opportunities.

Securities, commodities and financial services sales agents perform a variety of tasks related to buying and selling stocks and other financial products. They may also counsel a client about investment decisions. Although the wages and job opportunities can be quite good, they must often devote considerable time to building a clientele for their services. Because of this, turnover can be high for beginning agents. To begin, securities sales agents must pass a licensing exam, and individuals in this field can earn more credentials such as certified financial planner. Competition for entry-level jobs is intense. The most desirable applicants will have sales experience, a high level of motivation, and good communication skills. Because of the number of job openings and high wages, the Utah Department of Workforce Services has selected this as a 5-star occupation. ①

Are you interested in a career in banking or finance? Check out our Web site to learn about more occupations and job opportunities in this industry at www.jobs.utah.gov/wi.

Occupation	Utah Average hourly wage	Star Rating	Training Level
Tellers	\$9.70	3	High School Diploma
Loan Officers	\$19.80	2	Bachelor's Degree
Financial Analysts	\$26.00	4	Bachelor's Degree
Financial Managers	\$33.70	5	Bachelor's Degree
Securities, Commodities and Financial Services sales agents	\$28.90	5	Bachelor's Degree

Source: Utah Department of Workforce Services

Show Me the Money



Source: Utah Department of Workforce Services